

The Romania 2013 Enterprise Surveys Data Set

I. Introduction

1. This document provides additional information on the data collected in Romania between December 2012 and October 2013 as part of the fifth round of the Business Environment and Enterprise Performance Survey (BEEPS V), a joint initiative of the World Bank Group (“WB”) and the European Bank for Reconstruction and Development (“EBRD”). It is an enterprise survey whose objective is to gain an understanding of firms’ perception of the environment in which they operate. The survey was until now administered four times at an interval of three years. This has added an important element of dynamics in the study of business environment in transition countries.

The Enterprise Surveys, through interviews with firms in the manufacturing and services sectors, capture business perceptions on the biggest obstacles to enterprise growth, the relative importance of various constraints to increasing employment and productivity, and the effects of a country’s business environment on its international competitiveness. They are used to create statistically significant business environment indicators that are comparable across countries. The Enterprise Surveys are also used to build a panel of enterprise data that will make it possible to track changes in the business environment over time and allow, for example, impact assessments of reforms.

The report outlines and describes the sampling design of the data, the data set structure as well as additional information that may be useful when using the data, such as information on non-response cases and the appropriate use of the weights.

II. Sampling Structure

2. The sample for Romania was selected using stratified random sampling, following the methodology explained in the *Sampling Manual*¹. Stratified random sampling² was preferred over simple random sampling for several reasons³:

a. To obtain unbiased estimates for different subdivisions of the population with some known level of precision.

b. To obtain unbiased estimates for the whole population. The whole population, or universe of the study, is the non-agricultural economy. It comprises: all manufacturing sectors according to the group classification of ISIC Revision 3.1: (group D), construction sector (group F), services sector (groups G and H), and transport, storage, and communications sector (group I). Note that this definition excludes the following sectors: financial intermediation (group J), real estate and renting activities (group K, except sub-sector 72, IT, which was added to the population under study), and all public or utilities-sectors.

c. To make sure that the final total sample includes establishments from all different sectors and that it is not concentrated in one or two of industries/sizes/regions.

¹ The complete text can be found at http://www.enterprisesurveys.org/documents/Implementation_note.pdf

² A stratified random sample is one obtained by separating the population elements into non-overlapping groups, called strata, and then selecting a simple random sample from each stratum. (Richard L. Scheaffer; Mendenhall, W.; Lyman, R., “Elementary Survey Sampling”, Fifth Edition).

³ Cochran, W., 1977, pp. 89; Lohr, Sharon, 1999, pp. 95

d. To exploit the benefits of stratified sampling where population estimates, in most cases, will be more precise than using a simple random sampling method (i.e., lower standard errors, other things being equal.)

e. Stratification may produce a smaller bound on the error of estimation than would be produced by a simple random sample of the same size. This result is particularly true if measurements within strata are homogeneous.

f. The cost per observation in the survey may be reduced by stratification of the population elements into convenient groupings.

3. Three levels of stratification were used in this country: industry, establishment size, and region. The original sample design with specific information of the industries and regions chosen is described in Appendix E.

4. Industry stratification was designed in the way that follows: the universe was stratified into one manufacturing industry, and two service industries (retail, and other services).

5. Size stratification was defined following the standardized definition for the rollout: small (5 to 19 employees), medium (20 to 99 employees), and large (more than 99 employees). For stratification purposes, the number of employees was defined on the basis of reported permanent full-time workers. This seems to be an appropriate definition of the labor force since seasonal/casual/part-time employment is not a common practice, except in the sectors of construction and agriculture.

6. Regional stratification was defined in 8 regions (city and the surrounding business area) throughout Romania.

III. Sampling implementation

7. Given the stratified design, sample frames containing a complete and updated list of establishments as well as information on all stratification variables (number of employees, industry, and region) are required to draw the sample. Great efforts were made to obtain the best source for these listings. However, the quality of the sample frames was not optimal and, therefore, some adjustments were needed to correct for the presence of ineligible units. These adjustments are reflected in the weights computation (*see below*).

8. IPSOS was hired to implement the Romania 2013 enterprise survey. There were local subcontractors in each of the 8 regions surveyed.

9. The sample frame used for the survey in Romania was from: National Trade Register Office. The database contained the following information

- Coverage;
- Up to datedness;- Availability of detailed stratification variables;
- Contact name(s).

Counts from the sample frame are shown below.

Sample Frame

Source: National Trade Register Office, 2012

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
Bucharest	5-19	1801	2266	9250	13317
	20-99	813	372	2772	3957
	100+	253	83	510	846
	Total	2867	2721	12532	18120
Center	5-19	1956	1945	5031	8932
	20-99	993	212	1155	2360
	100+	368	29	153	550
	Total	3317	2186	6339	11842
North-East	5-19	1558	2354	4068	7980
	20-99	779	237	1007	2023
	100+	221	10	119	350
	Total	2558	2601	5194	10353
North-West	5-19	2026	2182	6194	10402
	20-99	1055	238	1334	2627
	100+	301	21	151	473
	Total	3382	2441	7679	13502
South	5-19	1249	2289	3856	7394
	20-99	721	235	1051	2007
	100+	263	18	149	430
	Total	2233	2542	5056	9831
South-East	5-19	1310	2306	4370	7986
	20-99	689	221	1068	1978
	100+	210	21	163	394
	Total	2209	2548	5601	10358
South-West	5-19	827	1537	2669	5033
	20-99	415	167	608	1190
	100+	130	15	77	222
	Total	1372	1719	3354	6445
West	5-19	1169	1578	3635	6382
	20-99	635	150	830	1615
	100+	256	11	115	382
	Total	2060	1739	4580	8379
Grand Total		19998	18497	50335	88830

10. The enumerated establishments were then used as the frame for the selection of a sample with the aim of obtaining interviews at 540 establishments with five or more employees.

11. The quality of the frame was assessed at the onset of the project through visits to a random subset of firms and local contractor knowledge. The sample frame was not immune from the typical problems found in establishment surveys: positive rates of non-eligibility, repetition, non-existent units, etc.

12. Given the impact that non-eligible units included in the sample universe may have on the results, adjustments may be needed when computing the appropriate weights for individual observations. The percentage of confirmed non-eligible units as a proportion of the total number of sampled establishments contacted for the survey was 8.5% (397 out of 4663 establishments)⁴. Breaking down by stratified industries, the following sample targets were achieved (using a4a and a6a):

⁴ Based on out of target contacts and impossible to contact establishments

Sample design

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
Bucharest	5-19	15	25	25	65
	20-99	10	11	14	35
	100+	5	5	6	16
	Total	30	41	45	116
Center	5-19	15	15	12	42
	20-99	12	4	5	21
	100+	6	2	2	10
	Total	33	21	19	73
North-East	5-19	10	18	10	38
	20-99	9	4	6	19
	100+	4	1	3	8
	Total	23	23	19	65
North-West	5-19	14	15	14	43
	20-99	9	4	5	18
	100+	5	2	2	9
	Total	28	21	21	70
South	5-19	9	18	13	40
	20-99	6	4	4	14
	100+	5	1	1	7
	Total	20	23	18	61
South-East	5-19	8	17	15	40
	20-99	7	3	6	16
	100+	4	2	2	8
	Total	19	22	23	64
South-West	5-19	6	10	9	25
	20-99	4	3	5	12
	100+	3	1	1	5
	Total	13	14	15	42
West	5-19	7	12	12	31
	20-99	5	2	6	13
	100+	2	1	2	5
	Total	14	15	20	49
Grand Total		180	180	180	540

IV. Data Base Structure:

13. The structure of the data base reflects the fact that 3 different versions of the questionnaire were used. The basic questionnaire, the Core Module, includes all common questions asked to all establishments from all sectors. The second expanded variation, the Manufacturing Questionnaire, is built upon the Core Module and adds some specific

questions relevant to manufacturing sectors. The third expanded variation, the Retail Questionnaire, is also built upon the Core Module and adds to the core specific questions relevant to retail firms. Each variation of the questionnaire is identified by the index variable, *a0*.

14. All variables are named using, first, the letter of each section and, second, the number of the variable within the section, i.e. *a1* denotes section A, question 1. Variable names preceded by a prefix “*ECA*” indicate questions specific to the Eastern Europe and Central Asia region, therefore, they may not be found in the implementation of the rollout in other countries. All other suffixed variables are global and are present in all country surveys over the world. All variables are numeric with the exception of those variables with an “x” at the end of their names. The suffix “x” denotes that the variable is alpha-numeric.

15. There are 2 establishment identifiers, *idstd* and *id*. The first is a global unique identifier. The second is a country unique identifier. The variables *a2* (sampling region), *a6a* (sampling establishment’s size), and *a4a* (sampling sector) contain the establishment’s classification into the strata chosen for each country using information from the sample frame. The strata were defined according to the guidelines described above.

16. There are three levels of stratification: industry, size and region. Different combinations of these variables generate the strata cells for each industry/region/size combination. A distinction should be made between the variable *a4a* and *d1a2* (industry expressed as ISIC rev. 3.1 code). The former gives the establishment’s classification into one of the chosen industry-strata, whereas the latter gives the actual establishment’s industry classification (four digit code) in the sample frame.

17. All of the following variables contain information from the sampling frame. They may not coincide with the reality of individual establishments as sample frames may contain inaccurate information. The variables containing the sample frame information are included in the data set for researchers who may want to further investigate statistical features of the survey and the effect of the survey design on their results.

-*a2* is the variable describing sampling regions

-*a6a*: coded using the same standard for small, medium, and large establishments as defined above. The code -9 was used to indicate units for which size was undetermined in the sample frame.

-*a4a*: coded using ISIC Rev 3.1 codes for the chosen industries for stratification. These codes include most manufacturing industries (15 to 37), retail (52), and (45, 50, 51, 55, 60-64, 72) for other services.

18. The surveys were implemented following a 2 stage procedure. Typically first a screener questionnaire is applied over the phone to determine eligibility and to make appointments. Then a face-to-face interview takes place with the Manager/Owner/Director of each establishment. The variables *a4b* and *a6b* contain the industry and size of the establishment from the screener questionnaire. Variables *a8* to *a11* contain additional information and were also collected in the screening phase.

19. Note that there are additional variables for location (*a3x*) and size (*l1*, *l6* and *l8*) that reflect more accurately the reality of each establishment. Advanced users are advised to use these variables for analytical purposes.

20. Variable *a3x* indicates the actual location of the establishment. There may be divergences between the location in the sampling frame and the actual location, as establishments may be listed in one place but the actual physical location is in another place.

21. Variables *l1*, *l6* and *l8* were designed to obtain a more accurate measure of employment accounting for permanent and temporary employment. Special efforts were made to make sure that this information was not missing for most establishments.

22. Variables *a17x* gives interviewer comments, including problems that occurred during an interview and extraordinary circumstances which could influence results. Please note that sometimes this variable is removed due to privacy issues.

V. Universe Estimates

23. Universe estimates for the number of establishments in each cell in Romania were produced for the strict, median and weak eligibility definitions. The estimates were the multiple of the relative eligible proportions.

24. Appendix B shows the overall estimates of the numbers of establishments in Romania based on the sample frame.

25. For some establishments where contact was not successfully completed during the screening process (because the firm has moved and it is not possible to locate the new location, for example), it is not possible to directly determine eligibility. Thus, different assumptions about the eligibility of establishments result in different adjustments to the universe cells and thus different sampling weights.

26. Three sets of assumptions on establishment eligibility are used to construct sample adjustments using the status code information.

27. Strict assumption: eligible establishments are only those for which it was possible to directly determine eligibility. The resulting weights are included in the variable *wstrict*.

Strict eligibility = (Sum of the firms with codes 1,2,3,4,&16) / Total

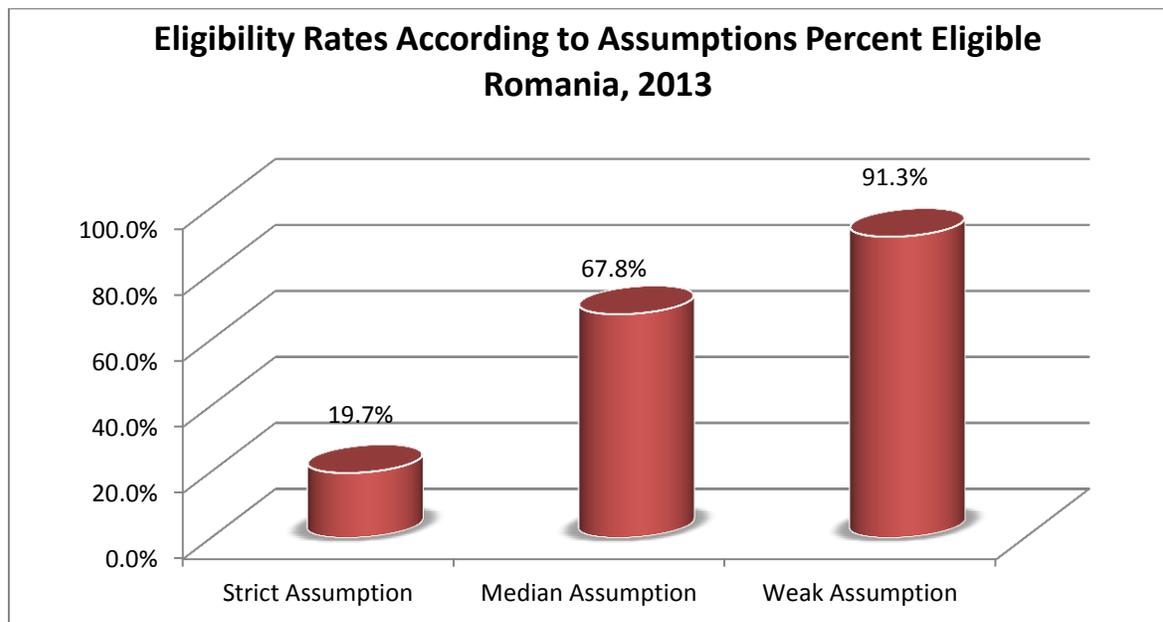
28. Median assumption: eligible establishments are those for which it was possible to directly determine eligibility and those that rejected the screener questionnaire or an answering machine or fax was the only response. The resulting weights are included in the variable *wmedian*.

Median eligibility = (Sum of the firms with codes 1,2,3,4,16,10,11, & 13) / Total

29. Weak assumption: in addition to the establishments included in points a and b, all establishments for which it was not possible to contact or that refused the screening questionnaire are assumed eligible. This definition includes as eligible establishments with dead or out of service phone lines, establishments that never answered the phone, and establishments with incorrect addresses for which it was impossible to find a new address. Under the weak assumption only observed non-eligible units are excluded from universe projections. The resulting weights are included in the variable *wweak*.

Weak eligibility = (Sum of the firms with codes 1,2,3,4,16,91,92,93,10,11,12,&13) / Total

30. The indicators computed for the Enterprise Survey website use the median weights. The following graph shows the different eligibility rates calculated for firms in the sample frame under each set of assumptions.



31. Universe estimates for the number of establishments in each industry-region-size cell in Romania were produced for the strict, weak and median eligibility definitions. Appendix D shows the universe estimates of the numbers of registered establishments that fit the criteria of the Enterprise Surveys.

32. Once an accurate estimate of the universe cell projection was made, weights for the probability of selection were computed using the number of completed interviews for each cell.

VI. Weights

33. Since the sampling design was stratified and employed differential sampling, individual observations should be properly weighted when making inferences about the population. Under stratified random sampling, unweighted estimates are biased unless sample sizes are proportional to the size of each stratum. With stratification the probability of selection of each unit is, in general, not the same. Consequently, individual observations must be weighted by the inverse of their probability of selection (probability weights or pw in Stata).⁵

34. Special care was given to the correct computation of the weights. It was imperative to accurately adjust the totals within each region/industry/size stratum to account for the presence of ineligible units (the firm discontinued businesses or was unattainable, education or government establishments, establishments with less than 5 employees, no reply after having called in different days of the week and in different business hours, no tone on the phone line, answering machine, or fax line⁶, wrong address or moved away and could not get the new references). The information required for the adjustment was collected in the first stage of the implementation: the screening process. Using this information, each stratum cell of the universe was scaled down by the observed proportion of ineligible units within the cell. Once an accurate estimate of the universe cell (projections) was available, weights were computed using the number of completed interviews.

35. Appendix C shows the cell weights for registered establishments in Romania.

VII. Appropriate use of the weights

36. Under stratified random sampling weights should be used when making inferences about the population. Any estimate or indicator that aims at describing some feature of the population should take into account that individual observations may not represent equal shares of the population.

37. However, there is some discussion as to the use of weights in regressions (see Deaton, 1997, pp.67; Lohr, 1999, chapter 11, Cochran, 1953, pp.150). There is not a strong large sample econometric argument in favor of using weighted estimation for a common population coefficient if the underlying model varies per stratum (stratum-specific coefficient): both simple OLS and weighted OLS are inconsistent under regular conditions. However, weighted OLS has the advantage of providing an estimate that is independent of the sample design. This latter point may be quite relevant for the Enterprise Surveys as in most cases the objective is not only to obtain model-unbiased estimates but also design-unbiased estimates (see also Cochran, 1977, pp 200 who favors the used of weighted OLS for a common population coefficient.)⁷

⁵ This is equivalent to the weighted average of the estimates for each stratum, with weights equal to the population shares of each stratum.

⁶ For the surveys that implemented a screener over the phone.

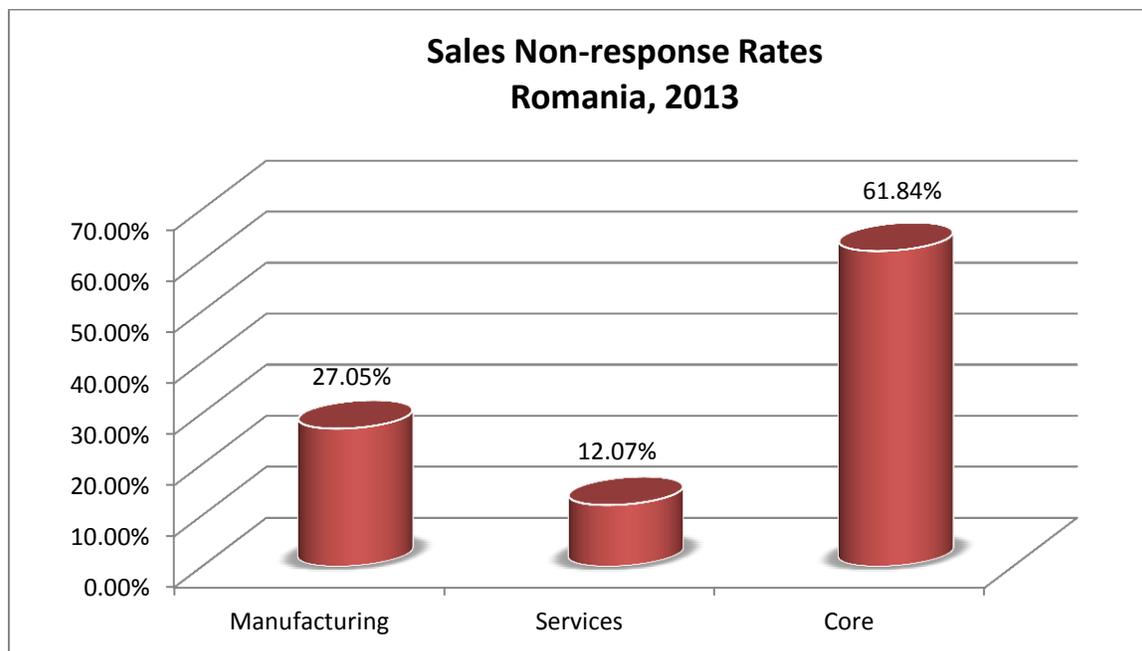
⁷ Note that weighted OLS in Stata using the command regress with the option of weights will estimate wrong standard errors. Using the Stata survey specific commands svy will provide appropriate standard errors.

38. From a more general approach, if the regressions are descriptive of the population then weights should be used. The estimated model can be thought of as the relationship that would be expected if the whole population were observed.⁸ If the models are developed as structural relationships or behavioral models that may vary for different parts of the population, then, there is no reason to use weights.

VIII. Non-response

39. Survey non-response must be differentiated from item non-response. The former refers to refusals to participate in the survey altogether whereas the latter refers to the refusals to answer some specific questions. Enterprise Surveys suffer from both problems and different strategies were used to address these issues.

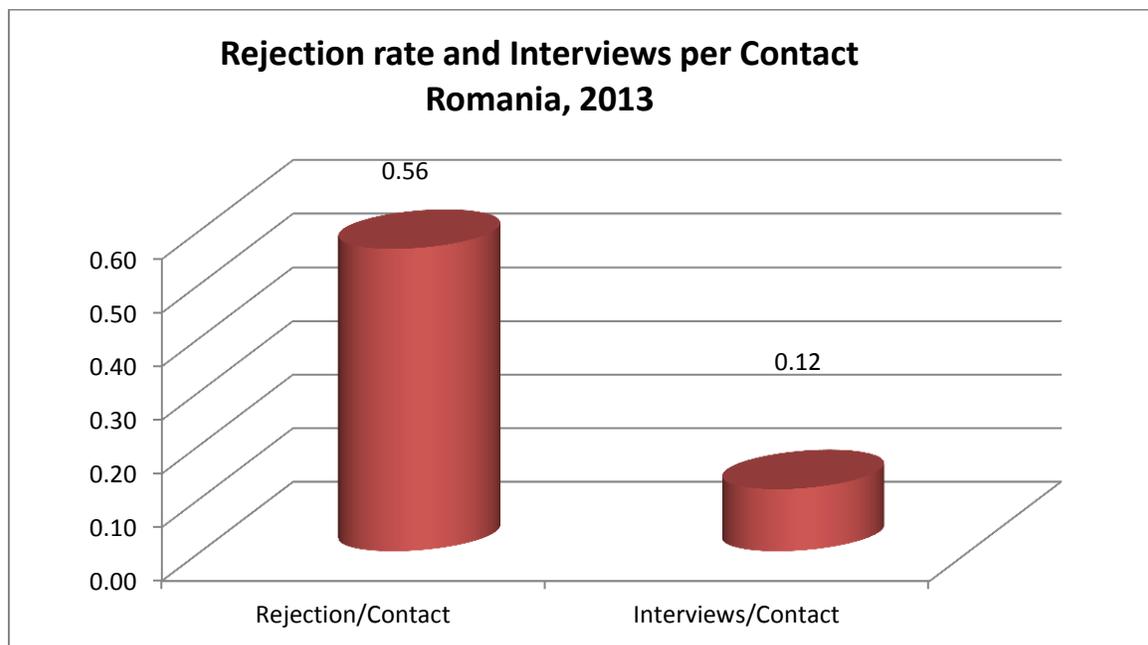
40. Item non-response was addressed by two strategies:
a- For sensitive questions that may generate negative reactions from the respondent, such as corruption or tax evasion, enumerators were instructed to collect the refusal to respond as a different option from don't know (-8).
b- Establishments with incomplete information were re-contacted in order to complete this information, whenever necessary. However, there were clear cases of low response. The following graph shows non-response rates for the sales variable, *d2*, by sector. Please, note that the coding utilized in this dataset does not allow us to differentiate between "Don't know" and "refuse to answer", thus the non-response in the chart below reflects both categories (DKs and NAs).



⁸ The use of weights in most model-assisted estimations using survey data is strongly recommended by the statisticians specialized on survey methodology of the JPSM of the University of Michigan and the University of Maryland.

41. Survey non-response was addressed by maximizing efforts to contact establishments that were initially selected for interview. Attempts were made to contact the establishment for interview at different times/days of the week before a replacement establishment (with similar strata characteristics) was suggested for interview. Survey non-response did occur but substitutions were made in order to potentially achieve strata-specific goals. Further research is needed on survey non-response in the Enterprise Surveys regarding potential introduction of bias.

42. As the following graph shows, the number of realized interviews per contacted establishment was 0.12⁹. This number is the result of two factors: explicit refusals to participate in the survey, as reflected by the rate of rejection (which includes rejections of the screener and the main survey) and the quality of the sample frame, as represented by the presence of ineligible units. The number of rejections per contact was 0.56.



43. Details on the rejection rate, eligibility rate, and item non-response are available at the strata level. This report summarizes these numbers to alert researchers of these issues when using the data and when making inferences. Item non-response, selection bias, and faulty sampling frames are not unique to Romania. All Enterprise Surveys suffer from these shortcomings, but in very few cases they have been made explicit.

References:

Cochran, William G., Sampling Techniques, 1977.

Deaton, Angus, The Analysis of Household Surveys, 1998.

⁹ The estimate is based on the total number of firms contacted including ineligible establishments.

Levy, Paul S. and Stanley Lemeshow, Sampling of Populations: Methods and Applications, 1999.

Lohr, Sharon L. Sampling: Design and Techniques, 1999.

Scheaffer, Richard L.; Mendenhall, W.; Lyman, R., Elementary Survey Sampling, Fifth Edition, 1996.

Appendix A

Status Codes Total:

ELIGIBLES	
1. Eligible establishment (Correct name and address)	901
2. Eligible establishment (Different name but same address - the new firm/establishment bought the original firm/establishment)	2
3. Eligible establishment (Different name but same address - the firm/establishment changed its name)	1
4. Eligible establishment (Wrong address - the firm/establishment has changed address and the address could be found)	14
16. Panel firm - now less than five employees	10
5. The establishment has less than 5 permanent full time employees	129
6. The firm discontinued businesses	133
7. Not a business: private household	109
8. Ineligible activity: education, agriculture, finances, governments...	20
151. Out of target - outside the covered regions, firm moved abroad	4
152. Out of target - firm moved abroad	1
153. Impossible to find	0
91. No reply (<i>after having called in different days of the week and in different business hours</i>)	1068
92. Line out of order	0
93. No tone	0
94. Phone number does not exist	10
10. Answering machine	1
11. Fax line - data line	0
12. Wrong address/ moved away and could not get the new references	16
13. Refuses to answer the screener	2242
14. In process (<i>the establishment is being called/ is being contacted - previous to ask the screener</i>)	0
Total	4661

Response Outcomes Total:

Complete interviews (<i>Total</i>)	540
Incomplete interviews	0
Eligible in process	1
Refusals	387
Out of target	5
Impossible to contact	1095
Ineligible - coop.	5
Refusal to the Screener	2242
Total	4661

Status Codes Fresh:

ELIGIBLES	
1. Eligible establishment (<i>Correct name and address</i>)	773
2. Eligible establishment (<i>Different name but same address - the new firm/establishment bought the original firm/establishment</i>)	1
3. Eligible establishment (<i>Different name but same address - the firm/establishment changed its name</i>)	0
4. Eligible establishment (<i>Wrong address - the firm/establishment has changed address and the address could be found</i>)	4
16. Panel firm - now less than five employees	0
5. The establishment has less than 5 permanent full time employees	129
6. The firm discontinued businesses	102
7. Not a business: private household	98
8. Ineligible activity: education, agriculture, finances, governments...	16
91. No reply (<i>after having called in different days of the week and in different business hours</i>)	873
92. Line out of order	0
93. No tone	0
94. Phone number does not exist	10
10. Answering machine	1
11. Fax line - data line	0
12. Wrong address/ moved away and could not get the new references	12
13. Refuses to answer the screener	2154
14. In process (<i>the establishment is being called/ is being contacted - previous to ask the screener</i>)	0
151. Out of target - outside the covered regions, firm moved abroad	4
152. Out of target - firm moved abroad	1
153. Impossible to find	0
Total	4178

Response Outcomes Fresh:

Complete interviews (<i>Total</i>)	443
Incomplete interviews	0
Eligible in process	0
Refusals	335
Out of target	5
Impossible to contact	896
Ineligible - coop.	5
Refusal to the Screener	2154
Total	4178

Status Codes Panel:

ELIGIBLES		
Eligible	1. Eligible establishment (<i>Correct name and address</i>)	128
	2. Eligible establishment (<i>Different name but same address - the new firm/establishment bought the original firm/establishment</i>)	1
	3. Eligible establishment (<i>Different name but same address - the firm/establishment changed its name</i>)	1
	4. Eligible establishment (<i>Wrong address - the firm/establishment has changed address and the address could be found</i>)	10
	16. Panel firm - now less than five employees	10
Ineligible	5. The establishment has less than 5 permanent full time employees	0
	6. The firm discontinued businesses	31
	7. Not a business: private household	11
	8. Ineligible activity: education, agriculture, finances, governments...	4
Unobtainable	91. No reply (<i>after having called in different days of the week and in different business hours</i>)	195
	92. Line out of order	0
	93. No tone	0
	94. Phone number does not exist	0
	10. Answering machine	0
	11. Fax line - data line	0
	12. Wrong address/ moved away and could not get the new references	4
	13. Refuses to answer the screener	88
14. In process (<i>the establishment is being called/ is being contacted - previous to ask the screener</i>)		0
151. Out of target - outside the covered regions, firm moved abroad		0
152. Out of target - firm moved abroad		0
153. Impossible to find		0
Total		483

Response Outcomes Panel:

Complete interviews (<i>Total</i>)	97
Incomplete interviews	0
Eligible in process	1
Refusals	52
Out of target	0
Impossible to contact	199
Ineligible - coop.	0
Refusal to the Screener	88
Total	483

Appendix B

Sampling Frame, Romania:

Source: National Trade Register Office, 2012

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
North-West	5-19	2026	2182	6194	10402
	20-99	1055	238	1334	2627
	100+	301	21	151	473
	Total	3382	2441	7679	13502
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West	5-19	1169	1578	3635	6382
	20-99	635	150	830	1615
	100+	256	11	115	382
	Total	2060	1739	4580	8379
Grand Total		19998	18497	50335	88830

Appendix C

Romania, administrative divisions



Grouping used for stratification purposes in BEEPS V
Nord-Vest (Bihor, Bistrita-Nasaud, Cluj, Maramures, Satu Mare, Salaj)
Centru (Alba, Brasov, Covasna, Harghita, Mures, Sibiu)
Nord-Est (Bacau, Botosani, Iasi, Neamt, Suceava, Vaslui)
Sud-Est (Braila, Buzau, Constanta, Galati, Tulcea, Vrancea)
Sud (Arges, Calarasi, Dambovita, Giurgiu, Ialomita, Prahova, Teleorman)
Bucuresti (Municipiul Bucuresti, Ilfov)
Sud-Vest (Dolj, Gorj, Mehedinti, Olt, Valcea)
Vest (Arad, Caras-Severin, Hunedoara, Timis)

Appendix D

Strict Cell Weights Romania – Panel

Region	Employees	Manufacturing	Retail	Other Services
Bucharest	5-19		1.0	1.3
	20-99		1.7	1.7
	100+		1.0	1.8
Center	5-19	2.4	1.2	3.2
	20-99	1.0	2.3	1.0
	100+	1.4		1.0
North-East	5-19	1.0		1.0
	20-99	2.2		1.2
	100+	1.1		
North-West	5-19	1.3	2.2	1.7
	20-99	1.9	1.0	1.0
	100+		1.0	1.1
South	5-19	1.1	3.7	1.0
	20-99	1.8		
	100+	0.0		1.0
South-East	5-19	1.0	1.0	1.9
	20-99	3.4		0.0
	100+	1.0		1.1
South-West	5-19	2.1	3.7	1.0
	20-99	1.5	1.0	
	100+	1.0		
West	5-19	1.9	3.4	1.2
	20-99		1.0	1.0
	100+	1.0		

Strict Cell Weights Romania – Fresh

Region	Employees	Manufacturing	Retail	Other Services
Bucharest	5-19	19.2	11.8	52.1
	20-99	13.6	3.9	26.6
	100+	6.3	2.0	9.3
Center	5-19	46.9	36.3	116.5
	20-99	32.6	12.1	93.9
	100+	18.2	3.8	
North-East	5-19	99.9	30.2	121.4
	20-99	37.1	13.8	50.6
	100+	18.5	1.0	7.3
North-West	5-19	60.0	35.7	113.7
	20-99	46.9	52.2	308.3
	100+	14.1	2.8	25.8
South	5-19	54.7	27.0	62.9
	20-99	39.9	9.2	54.0
	100+	11.0		
South-East	5-19	53.8	27.2	57.0
	20-99	29.4	10.0	34.1
	100+	13.4	2.4	22.7
South-West	5-19	61.9	36.8	119.1
	20-99	43.7	37.3	28.5
	100+	15.5	1.9	13.4
West	5-19	59.1	20.9	60.9
	20-99	26.9	22.4	131.6
	100+	41.3		6.8

Median Cell Weights Romania – Panel

Region	Employees	Manufacturing	Retail	Other Services
Bucharest	5-19		1.4	3.1
	20-99		4.8	4.2
	100+		4.1	6.4
Center	5-19	3.0	1.8	4.4
	20-99	1.3	3.7	1.3
	100+	2.6		1.0
North-East	5-19	1.0		1.0
	20-99	2.8		1.7
	100+	2.0		
North-West	5-19	1.7	3.5	2.4
	20-99	2.5	1.1	1.5
	100+		1.6	2.3
South	5-19	1.2	5.2	1.1
	20-99	2.0		
	100+			1.3
South-East	5-19	1.0	1.2	2.5
	20-99	4.3		
	100+	1.7		2.3
South-West	5-19	2.5	5.4	1.0
	20-99	1.8	1.1	
	100+	1.2		
West	5-19	2.2	5.0	1.5
	20-99		1.2	1.0
	100+	1.6		

Median Cell Weights Romania – Fresh

Region	Employees	Manufacturing	Retail	Other Services
Bucharest	5-19	87.2	71.3	312.1
	20-99	65.2	25.1	167.4
	100+	38.8	16.4	75.2
Center	5-19	102.1	104.9	333.8
	20-99	74.7	36.6	283.0
	100+	53.2	14.9	
North-East	5-19	218.3	87.6	349.2
	20-99	85.3	42.1	153.0
	100+	54.4	3.7	28.4
North-West	5-19	130.7	103.3	326.2
	20-99	107.4	158.6	929.4
	100+	41.3	10.8	99.7
South	5-19	145.0	95.2	219.7
	20-99	111.3	34.2	198.1
	100+	39.2		
South-East	5-19	140.8	94.6	196.6
	20-99	80.8	36.6	123.5
	100+	47.3	11.4	105.6
South-West	5-19	139.9	110.6	354.5
	20-99	103.9	117.7	89.0
	100+	47.1	7.8	53.5
West	5-19	191.8	90.2	260.5
	20-99	91.8	101.7	591.4
	100+	180.7		39.0

Weak Cell Weights Romania - Panel

Region	Employees	Manufacturing	Retail	Other Services
Bucharest	5-19		3.0	6.9
	20-99		11.5	10.3
	100+		10.5	16.9
Center	5-19	4.2	3.0	7.4
	20-99	2.1	6.7	2.3
	100+	4.4		1.0
North-East	5-19	1.5		1.8
	20-99	5.6		4.0
	100+	4.2		
North-West	5-19	2.1	4.9	3.4
	20-99	3.4	1.7	2.3
	100+	0.0	2.6	3.9
South	5-19	1.9	9.2	1.9
	20-99	3.5		
	100+			2.8
South-East	5-19	1.3	2.8	5.8
	20-99	9.2		
	100+	4.0		6.1
South-West	5-19	3.3	8.1	1.5
	20-99	2.7	1.9	
	100+	1.9		
West	5-19	2.8	7.2	2.3
	20-99		1.9	1.0
	100+	2.5		

Weak Cell Weights Romania – Fresh

Region	Employees	Manufacturing	Retail	Other Services
Bucharest	5-19	108.8	89.9	389.9
	20-99	79.0	30.7	203.2
	100+	48.6	20.8	94.5
Center	5-19	135.8	141.1	444.6
	20-99	96.5	47.9	366.1
	100+	71.2	20.1	
North-East	5-19	285.0	115.7	456.2
	20-99	108.1	54.0	194.1
	100+	71.3	4.8	37.3
North-West	5-19	184.4	147.4	460.7
	20-99	147.2	219.8	1275.0
	100+	58.6	15.4	141.6
South	5-19	188.1	124.9	285.2
	20-99	140.2	43.5	249.9
	100+	51.1		
South-East	5-19	198.0	134.5	276.8
	20-99	110.4	50.6	168.9
	100+	66.9	16.3	149.4
South-West	5-19	180.0	143.9	456.7
	20-99	129.8	148.7	111.4
	100+	60.9	10.2	69.3
West	5-19	262.8	124.9	357.2
	20-99	122.2	136.8	787.9
	100+	248.8		53.7

Appendix E

Strict Universe Estimates Romania – Panel

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
Bucharest	5-19	0	3	5	8
	20-99	0	2	2	3
	100+	0	1	2	3
	Total	0	6	9	14
Center	5-19	5	4	6	15
	20-99	2	2	2	6
	100+	1	0	2	3
	Total	8	6	10	24
North-East	5-19	5	0	2	7
	20-99	4	0	1	6
	100+	1	0	0	1
	Total	10	0	3	14
North-West	5-19	5	4	3	13
	20-99	4	3	4	11
	100+	0	1	1	2
	Total	9	8	8	26
South	5-19	3	4	1	8
	20-99	2	0	0	2
	100+	0	0	1	1
	Total	5	4	2	11
South-East	5-19	2	2	2	6
	20-99	3	0	0	3
	100+	1	0	1	2
	Total	6	2	3	11
South-West	5-19	4	4	4	12
	20-99	2	2	0	4
	100+	1	0	0	1
	Total	7	6	4	17
West	5-19	6	3	4	13
	20-99	0	2	5	7
	100+	1	0	0	1
	Total	7	5	9	21
Grand Total		53	37	48	138

Strict Universe Estimates Romania – Fresh

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
Bucharest	5-19	287	259	1094	1640
	20-99	136	43	346	525
	100+	32	6	47	84
	Total	455	309	1486	2250
Center	5-19	610	436	1165	2210
	20-99	326	48	282	656
	100+	91	4	0	95
	Total	1027	488	1446	2961
North-East	5-19	500	544	971	2014
	20-99	260	55	253	568
	100+	55	1	22	78
	Total	815	600	1246	2661
North-West	5-19	600	464	1365	2429
	20-99	328	52	308	689
	100+	70	3	26	99
	Total	999	519	1699	3217
South	5-19	328	433	755	1516
	20-99	200	46	216	462
	100+	55	0	0	55
	Total	583	480	971	2034
South-East	5-19	323	408	798	1528
	20-99	176	40	204	421
	100+	40	2	23	65
	Total	539	450	1025	2014
South-West	5-19	248	332	596	1175
	20-99	131	37	142	311
	100+	31	2	13	46
	Total	410	371	751	1532
West	5-19	236	230	548	1015
	20-99	135	22	132	289
	100+	41	0	14	55
	Total	412	253	694	1358
Grand Total		5240	3469	9318	18027

Median Universe Estimates Romania – Panel

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
Bucharest	5-19	0	4	12	17
	20-99	0	5	4	9
	100+	0	4	6	11
	Total	0	13	23	36
Center	5-19	6	6	9	20
	20-99	3	4	3	9
	100+	3	0	2	5
	Total	11	9	13	34
North-East	5-19	5	0	2	7
	20-99	6	0	2	7
	100+	2	0	0	2
	Total	13	0	4	16
North-West	5-19	7	7	5	19
	20-99	5	3	6	14
	100+	0	2	2	4
	Total	12	12	13	37
South	5-19	4	5	1	10
	20-99	2	0	0	2
	100+	0	0	1	1
	Total	6	5	2	13
South-East	5-19	2	2	3	7
	20-99	4	0	0	4
	100+	2	0	2	4
	Total	8	2	5	15
South-West	5-19	5	5	4	14
	20-99	2	2	0	4
	100+	1	0	0	1
	Total	8	8	4	20
West	5-19	7	5	5	16
	20-99	0	2	5	7
	100+	2	0	0	2
	Total	8	7	10	25
Grand Total		66	57	74	197

Median Universe Estimates Romania – Fresh

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
Bucharest	5-19	1307	1568	6553	9428
	20-99	652	276	2177	3104
	100+	194	49	376	619
	Total	2153	1893	9106	13152
Center	5-19	1327	1259	3338	5924
	20-99	747	147	849	1742
	100+	266	15	0	281
	Total	2340	1420	4187	7947
North-East	5-19	1092	1578	2793	5463
	20-99	597	169	765	1531
	100+	163	4	85	252
	Total	1852	1750	3643	7245
North-West	5-19	1307	1343	3914	6564
	20-99	752	159	929	1840
	100+	207	11	100	317
	Total	2265	1513	4943	8721
South	5-19	870	1523	2636	5030
	20-99	556	171	792	1520
	100+	196	0	0	196
	Total	1622	1694	3429	6745
South-East	5-19	845	1419	2753	5016
	20-99	485	146	741	1373
	100+	142	11	106	259
	Total	1472	1577	3600	6648
South-West	5-19	560	996	1773	3328
	20-99	312	118	445	875
	100+	94	8	54	155
	Total	966	1121	2271	4358
West	5-19	767	992	2344	4103
	20-99	459	102	591	1152
	100+	181	0	78	259
	Total	1407	1094	3013	5514
Grand Total		14078	12061	34192	60331

Weak Universe Estimates Romania – Panel

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
Bucharest	5-19	0	9	28	37
	20-99	0	11	10	22
	100+	0	10	17	27
	Total	0	31	55	86
Center	5-19	8	9	15	32
	20-99	4	7	5	16
	100+	4	0	2	6
	Total	17	16	21	54
North-East	5-19	7	0	4	11
	20-99	11	0	4	15
	100+	4	0	0	4
	Total	23	0	8	30
North-West	5-19	8	10	7	25
	20-99	7	5	9	21
	100+	0	3	4	7
	Total	15	17	20	53
South	5-19	6	9	2	17
	20-99	4	0	0	4
	100+	0	0	3	3
	Total	9	9	5	23
South-East	5-19	3	6	6	14
	20-99	9	0	0	9
	100+	4	0	6	10
	Total	16	6	12	33
South-West	5-19	7	8	6	20
	20-99	3	4	0	6
	100+	2	0	0	2
	Total	11	12	6	29
West	5-19	8	7	7	22
	20-99	0	4	5	9
	100+	2	0	0	2
	Total	11	11	12	34
Grand Total		102	102	138	342

Weak Universe Estimates Romania – Fresh

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
Bucharest	5-19	1631	1978	8188	11797
	20-99	790	338	2642	3770
	100+	243	62	472	778
	Total	2665	2379	11302	16345
Center	5-19	1765	1693	4446	7904
	20-99	965	191	1098	2255
	100+	356	20	0	376
	Total	3086	1905	5544	10535
North-East	5-19	1425	2082	3650	7156
	20-99	757	216	971	1944
	100+	214	5	112	331
	Total	2396	2303	4733	9431
North-West	5-19	1844	1916	5529	9288
	20-99	1030	220	1275	2525
	100+	293	15	142	450
	Total	3167	2151	6945	12263
South	5-19	1128	1998	3423	6549
	20-99	701	218	999	1918
	100+	255	0	0	255
	Total	2085	2215	4422	8722
South-East	5-19	1188	2017	3875	7080
	20-99	662	202	1013	1878
	100+	201	16	149	366
	Total	2051	2236	5038	9324
South-West	5-19	720	1295	2283	4299
	20-99	390	149	557	1095
	100+	122	10	69	201
	Total	1231	1454	2910	5595
West	5-19	1051	1374	3215	5640
	20-99	611	137	788	1536
	100+	249	0	107	356
	Total	1911	1511	4111	7532
Grand Total		18591	16153	45004	79748

Appendix F

Original Sample Design, Romania:

Region	Employees	Manufacturing	Retail	Other Services	Grand Total
Bucharest	5-19	15	25	25	65
	20-99	10	11	14	35
	100+	5	5	6	16
	Total	30	41	45	116
Center	5-19	15	15	12	42
	20-99	12	4	5	21
	100+	6	2	2	10
	Total	33	21	19	73
North-East	5-19	10	18	10	38
	20-99	9	4	6	19
	100+	4	1	3	8
	Total	23	23	19	65
North-West	5-19	14	15	14	43
	20-99	9	4	5	18
	100+	5	2	2	9
	Total	28	21	21	70
South	5-19	9	18	13	40
	20-99	6	4	4	14
	100+	5	1	1	7
	Total	20	23	18	61
South-East	5-19	8	17	15	40
	20-99	7	3	6	16
	100+	4	2	2	8
	Total	19	22	23	64
South-West	5-19	6	10	9	25
	20-99	4	3	5	12
	100+	3	1	1	5
	Total	13	14	15	42
West	5-19	7	12	12	31
	20-99	5	2	6	13
	100+	2	1	2	5
	Total	14	15	20	49
Grand Total		180	180	180	540